

Printed : 7/6/2016 1:39 PM EST

**Real Estate Education Committee
7/7/2016 9:30:00 AM**

861 Silver Lake Blvd., Cannon Building
Second Floor Conference Room A
Dover, DE 19904

Posted:06/30/2016 UM

Posted:07/06/2016 UM



CANNON BUILDING
861 SILVER LAKE BLVD.,
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DOVER, DELAWARE 19904-
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STATE OF DELAWARE

**REAL ESTATE COMMISSION
REAL ESTATE EDUCATION
COMMITTEE**

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CUSTOMERSERVICE.DPR@STATE.DE.US

Amended Agenda

(amended items are noted with an asterisk)

I. Call to Order

II. Review and Approval of Minutes -June 2, 2016

III. Unfinished Business

- A. Discuss Topics and Timelines for Annual Seminar

IV. New Business

- A. Update from Commission
- B. Review of Course Provider Applications
 - 1. The CE Shop
 - a. Course Title: Enhance Your Brand and Protect Your Clients with Data Privacy & Security

Module(s): 7

Credit Hours: 3.0
 - b. Course Title: Uncle Sam Has Homes for Sale: Listing and Selling HUD Homes

Module(s): 7

Credit Hours: 3.0

- c. Course Title: Roadmap to Success: Business Planning for Real Estate Professionals

Module(s): 7

Credit Hours: 3.0

2. Council of Residential Specialists

- a. Course Title: CRS 204 "Buying and Selling Income Properties"

Module(s): 7

Credit Hours: 6.0

3. Delaware State Housing Authority

- a. Delaware State Housing Authority- Home Buyer Purchase Programs

Module(s): 7

Credit Hours: 3.0

4. The Frederick Academy of Real Estate

- a. Course Title: Agency: The Law

Module: 7

Credit Hours: 3.0

5. Long & Foster Institute of Real Estate

- a. Course Title: Realty Safety and Self Defense

Module(s): 6

Credit Hours: 3.0

- b. Course Title: Delaware 99 Hour Pre-Licensing Course *

Module(s): Pre-Licensing

Credit Hours: 99

c. Course Title: Delaware 99 Hour Pre-Licensing Course*

Module(s): Pre- Licensing Course

Credit Hours: 99

6. Omega Real Estate School

a. Course Title: Agency, Fair Housing & Ethics

Module(s): 1

Credit Hours: 3.0

b. Course Title: The Delaware Statewide Listing Agreement

Module(s): 3 (New Licensee)

Credit Hours: 3.0

c. Course Title: Real Estate Professional

Module(s): 4 (New Licensee)

Credit Hours: 3.0

d. Course Title: Obtaining & Retaining Listings

Module(s): 7

Credit Hours: 3.0

e. Course Title: The Agreement of Sale

Module(s): 2 (New Licensee)

Credit Hours: 3.0

f. Course Title: The Agreement of Sale & The Listing Agreement

Module(s): 3

Credit Hours: 3.0

g. Course Title: How Has Technology Impacted the Real Estate Business?

Module(s): 4

Credit Hours: 3.0

h. Course Title: The Agony, Ecstasy of Co-Broking

Module(s): 2

Credit Hours: 3.0

i. Course Title: Your Promise to Professionalism

Module(s): 1 (New Licensee)

Credit Hours: 3.0

7. Sterling Education Services

a. Course Title: Landlord Tenant Law: Lease Agreements, Defaults and Collections

Module(s): 7

Credit Hours: 8.0

8. Sussex County Association of REALTORS

a. Course Title: Real Estate Professionalism

Module(s): 4 (New Licensee)

Credit Hours: 3.0

b. Course Title: Buyer Presentation

Module(s): 2 (New Licensee)

Credit Hours: 3.0

c. Course Title: Seller Presentation

Module(s): 3 (New Licensee)

Credit Hours: 3.0

d. Course Title: Legislative Issues

Module(s): 5

Credit Hours: 3.0

e. Course Title: Office Management

Module(s): 4

Credit Hours: 3.0

f. Course Title: Systematizing for Success

Module(s): 7

Credit Hours: 3.0

g. Course Title: Real Estate Documents

Module(s): 3

Course Hours: 3.0

h. Course Title: Success is Not an Accident

Module(s): 4 & 7

Credit Hours: 3.0

i. Course Title: The Real Estate Professionals Tool Kit

Module(s): 2, 4& 5

Credit Hours: 9.0

j. Course Title: Investing In Commercial Real Estate

Module(s): 6

Credit Hours: 3.0

9. Ward & Taylor, LLC

a. Course Title: Real Estate Jeopardy- Office Management
and Legislative Issues

Module(s): 4 & 5

Credit Hours: 3.0

b. Course Title: Real Estate Jeopardy- Real Estate
Documents and Practices

Module(s): 3 & 6

Credit Hours: 3.0

c. Course Title: Agency & Fair Housing

Module(s): 1

Credit Hours: 3.0

d. Course Title: Disclosures

Module(s): 5

Credit Hours: 3.0

10. WREG

a. Course Title: PSA Mastering the CMA

Module(s): 6 & 7

Credit Hours: 6.0

11. Delaware Association of REALTORS*

a. Course Title: Short Sale, Pre-Foreclosures and Distressed Property

Module(s):6

Credit Hours:3.0

b. Course Title: Be a Hero to Your Client

Module(s): 6

Credit Hours: 3.0

c. Course Title: RESPA RULE 8

Module(s):6

Credit Hours: 3.0

d. Course Title: Real Estate "Jeopardy"- Legislative Issues

Module(s):5

Credit Hours:3.0

- e. Course Title: How Has Technology Impacted the Real Estate Business

Module(s):4

Credit Hours:3.0

- f. Course Title: Risk Management

Module(s):4

Credit Hours:3.0

- g. Course Title: 50 Shades of Contracts: An advanced Look at the Agreement of Sale

Module(s):3

Credit Hours:3.0

- h. Course Title: Real Estate Documents

Module(s):3

Credit Hours:3.0

- i. Course Title: Ethics

Module(s):2

Credit Hours:3.0

- j. Course Title: Agency and Fair Housing

Module(s):1

Credit Hours:3.0

- k. Course Title: Credit 101

Module(s): 7

Credit Hours:3.0

- l. Course Title: Pricing Strategies- Masterign the CMA

Module(s): 6 & 7

Credit Hours: 6.0

m. Course Title: Legislative Issues

Module(s): 5

Credit Hours: 3.0

n. Course Title: Ethics

Module(s): 2

Credit Hours: 3.0

o. Coourse Title: Agency and Fair Housing

Module(s): 1

Credit Hours: 3.0

C. Review of Instructor Applications

1. William Brady

Continuing Education: Modules 7- Landlord Tenant Law: Lease Agreements, Defaults and Collections

Broker's Course: Ethics

2. Richard Barkasy

Continuing Education: Module 2- Landlord/ Tenant Evictions, Courts & Litigation, Ethical Consideration in Landlord Tenant Law.

3. Marc Cunningham

Continuing Education: Module 4 & 7- Property Management

4. John Kerrigan

Continuing Education: Module 7- Lead, Radon, WAater, Construction, Personality Typing, NLP, Stucco, Pest Control, Mold.

5. Joseph Loughran Jr.

Pre-Licensing: Orientation, Real Estate Sales

V. Correspondence

VI. Other Business before the Committee (For Discussion Only)

VII. Public Comment

VIII. Next Meeting - August 4, 2016

IX. Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.